TEN LESSONS IN PERSONAL EVANGELISM

JOSEPH P. HICKS

Duane U. Farris

Gift of Tom Dengle

Perry L. De Groot

TEN LESSONS IN PERSONAL EVANGELISM

Rev. JOSEPH P. HICKS, A.M.

Ten Lessons in Personal Evangelism

BY
REV. JOSEPH P. HICKS, A.M.

WITH A FOREWORD BY
REV. MARK A. MATTHEWS, D.D., LL.D.

NEW YORK
GEORGE H. DORAN COMPANY

COPYRIGHT, 1922,
BY GEORGE H. DORAN COMPANY

PRINTED IN THE UNITED STATES OF AMERICA

DEDICATION

To the splendid class in Personal Evangelism which the author conducted in the First Presbyterian Church of Oklahoma City, in the year 1921, and to other classes of similar character, which may yet be conducted, is this volume affectionately dedicated.

FOREWORD

The Holy Spirit has but one program for the church, namely, the program of evangelism. All that we are accustomed to include in our terms, "Home and Foreign Missions," is included in the word "evangelism."

When Christ said, "Go ye into all the world and preach," He meant all that is intended in the word "evangelism."

The greatest need of this day is a passion for souls, a love for incessant Christian work, and a knowledge of how to do personal work.

Drummond said we should "buttonhole" men to Christ. Christ sent His disciples out two by two. The Holy Spirit sends *each* Christian out with instructions to make a disciple for Christ. It is impossible for one

to be a Christian without being a missionary, and, of course, impossible for a missionary to go out unless he is a true Christian. Therefore, each and every Christian who is redeemed by the blood of Christ, who is baptized into the body of Christ by the Holy Spirit, and who is sealed with the everlasting seal of the Holy Ghost, is instructed to do personal, evangelistic work.

It is the duty of each and every Christian to lead some person to Christ every day. It means the development of the Christian, the evangelization of the world, and the preparing of the body of *Christians* for the coming of Jesus Christ.

Let me urge you to be a diligent student, an untiring worker, and a successful, personal evangelist.

Seattle

PREFACE

In January, 1921, the author of this text book was invited by the Pastor and Session of the First Presbyterian Church of Oklahoma City to conduct a School of Evangelism lasting ten consecutive weeks. The School was conducted on Wednesday Evenings. The ladies of the church prepared a worker's dinner which they served promptly at 6:30 P. M. and before the Prayer Meeting, which was held at 7:45 P. M. While partaking of the dinner the people became better acquainted and this added materially, as well as spiritually, to the success of the work of the teaching period.

More than two hundred people attended the school at the close of which, class night, was held, when Doctor Baird, the Pastor, presented the graduates with their diplomas.

During the continuance of the school, from the first of January to the week preceding Easter, nearly three hundred new members were added to the church.

The school proved so helpful to the First Church of Oklahoma City that many pastors throughout the land made request that the same lessons be given in their respective churches.

When the Synod's Committee on Evangelism met in Cushing, October 5-7, 1921, the Ten Lessons used in this school were commended to all the churches throughout the bounds of the Oklahoma Synod.

After Doctor Baird had started on his journey round the world the Author of this book received the following letter from him:

Rev. J. P. Hicks,
Oklahoma City, Oklahoma.

Dear Brother and Co-worker:—

I am thinking this morning of our conferences concerning Him and His

work—all of which have been so pleasant, and of the School of Evangelism which you led for us last year.

This school, my friend, has proven of much benefit to us in many ways. I have had inquiries from other churches concerning it and requests for your time in putting on such work in other places.

On account of this benefit and the fact that the work was along the line of the New Era—in fact, quite a little in advance of it—I am greatly in hopes the church will coöperate with you in putting on another such study. Men prepare for salesmanship and we have schools for preparation in life's chosen business. How fit it is for the children of light to prepare for the work of eternity. I trust it will seem good to the Session and the people to coöperate with you in this work. I shall sorely miss the privilege of meeting with you

at your dinners and your Wednesday evening lessons.

I am speaking to you now while on my way to the other side of the globe. We are not far apart by the throne.

May God bless you and your family, is my prayer.

Very truly yours,

PHIL C. BAIRD.

Any church desiring it may use the lessons herein given and conduct a School of Evangelism. The school idea should run throughout all the work. The first class to take the course will prove invaluable as the Alumni of the School of Evangelism and will help to bring others into the school from year to year.

If through the pages of this little text book any one is led to become more interested and proficient in soul winning the

Author will be doubly repaid for the work which has been required in preparing the book.

J. P. H.

They therefore that were scattered abroad went about preaching the word.—*Acts 8:4.*

Go ye therefore, and make disciples of all nations, baptizing them in the name of the Father, and of the Son and of the Holy Spirit; teaching them to observe all things whatsoever I have commanded you: and lo, I am with you always, even unto the end of the world—*Mathew 28:19, 20.*

CONTENTS

CHAPTER		PAGE
I	*Introduction:* THE TASK OF THE CHURCH	19
II	*Lesson One:* PERSONAL WORK . . .	22
III	*Lesson Two:* THE PERSONAL WORKER . .	30
IV	*Lesson Three:* SUGGESTIONS FOR PERSONAL WORKERS	35
V	*Lesson Four:* METHODS OF PERSONAL WORK	38
VI	*Lesson Five:* SWARMING BEES FOR PERSONAL WORKERS . . .	45
VII	*Lesson Six:* PERSONAL WORKER, WHAT OF THYSELF?	52
VIII	*Lesson Seven:* THE PERSONAL WORKERS' OPPORTUNITIES . . .	57

CHAPTER		PAGE
IX	*Lesson Eight:* THE PERSONAL WORKERS' TASK	65
X	*Lesson Nine:* THE PERSONAL WORKER AND HIS BIBLE	75
XI	*Lesson Ten:* THE PERSONAL WORKER AND HIS PROBLEMS . . .	81

TEN LESSONS IN PERSONAL EVANGELISM

TEN LESSONS IN PERSONAL EVANGELISM

I

THE TASK OF THE CHURCH

Introduction

"The Church has an abiding and supreme task which has confronted her and put its solemn obligation upon her in every age. This task is to bring sinful men to accept the mercy and forgiveness of God with reconciliation to Him and newness and fullness of life in Him. Whatever else the Church fails to do, she must not fail in this. The Church was born in the evangelistic and missionary fervor of the first Christians. They had experienced forgiveness and the joy of reconciliation which they had sought in vain through certain rites and ceremonies.

They experienced a newness and fullness of life, which they were right in attributing to the presence and power of the Spirit of God which dwelt richly in them. About this great discovery, they could not refrain from telling others. They went everywhere proclaiming this and gathered into Churches and those Churches became centers of evangelistic and missonary effort. They were witnessing, winning, converting Churches. Men were won, almost, in spite of themselves. They were saved from sin to the new life. There have been since those first years many periods of decline and inactivity, of worldliness, of spiritual powerlessness, of hopelessness accompanied by a feeling bordering on despair. These times have come when this primary abiding task of the Church was forgotten or neglected. The neglect of the real task of the Church is always disastrous and fatal. The Church may go on in a fair-seeming way, its great temples and cathedrals and its stately serv-

ices may present an appearance of impressiveness, but if it is not touching the spiritual lives of men with saving power and renewing grace it is all unavailing. The apostolic method of evangelization has never been improved. It was the successful method of the early Church. The members of the Church went everywhere proclaiming Christ to sinful men. This is the task of the Church to-day. That Christians may be trained for this task this book is edited and compiled and given to the Church. The author acknowledges help from many sources. Any one who takes the time to read the scriptural references, alone, will find an inspiration to go into all the world and proclaim Christ. This is your task. This is my task."

II

PERSONAL WORK

Lesson One

The first thing that impresses us in the study of this theme is the great number of scriptural references which directly refer to personal endeavor. If personal work is emphasized by the teachings of the Bible, no Christian should excuse himself from the task.

LABORERS IN THE VINEYARD

"For the Kingdom of Heaven is like unto a man that is an householder, who went out early in the morning to hire laborers into his vineyard. And when he had agreed with the laborers for a shilling a day, he sent them into his vineyard. And he went out about the third hour, and saw others

standing in the marketplace idle; and to them he said, Go ye also into the vineyard, and whatsoever is right I will give you. And they went their way. Again he went out about the sixth and the ninth hour, and did likewise. And about the eleventh hour he went out, and found others standing; and he saith unto them, Why stand ye here all the day idle? They say unto him, Because no man hath hired us. He saith unto them, Go ye also into the vineyard. And when even was come, the lord of the vineyard saith unto his steward, Call the laborers, and pay them their hire, beginning from the last unto the first. And when they came that were hired about the eleventh hour, they received every man a shilling. And when the first came, they supposed that they would receive more; and they likewise received every man a shilling. And when they received it, they murmured against the householder, saying, These last have spent but one hour, and thou hast

made them equal unto us, who have borne the burden of the day and the scorching heat. But he answered and said to one of them, Friend, I do thee no wrong; didst not thou agree with me for a shilling? Take up that which is thine, and go thy way; it is my will to give unto this last, even as unto thee. Is it not lawful for me to do what I will with mine own? Or is thine eye evil, because I am good? So the last shall be first, and the first last." *Matthew 20:1–16.*

"Again on the morrow John was standing, and two of his disciples; and he looked upon Jesus as he walked, and saith, Behold the Lamb of God! And the two disciples heard him speak, and they followed Jesus. And Jesus turned, and beheld them following, and saith unto them, What seek ye? And they said unto him, Rabbi (which is to say, being interpreted, Teacher), where abidest thou? He saith unto them, Come, and ye shall see. They came therefore and

saw where he abode; and they abode with him that day; it was about the tenth hour. One of the two that heard John speak, and followed him, was Andrew, Simon Peter's brother. He findeth first his own brother Simon, and saith unto him, We have found the Messiah (which is, being interpreted, Christ). He brought him unto Jesus. Jesus looked upon him, and said, Thou art Simon the son of John; thou shalt be called Cephas (which is by interpretation, Peter)." *John 1:35–42.*

"I must work the works of him that sent me, while it is day; the night cometh, when no man can work." *John 9:4.*

"And he suffered him not, but saith unto him, Go to thy house unto thy friends, and tell them how great things the Lord hath done for thee, and how he had mercy on thee. And he went his way, and began to publish in Decapolis how great things Jesus had done for him; and all men marvelled." *Mark 5:19–20.*

"Jesus said unto Simon, Fear not; from henceforth thou shalt catch men. And when they had brought their boats to land, they left all, and followed him." *Luke 5:10–11.*

"Now Peter and John were going up into the temple at the hour of prayer, being the ninth hour. And a certain man that was lame from his mother's womb was carried, whom they laid daily at the door of the temple which is called Beautiful, to ask alms of them that entered into the temple; who seeing Peter and John about to go into the temple, asked to receive an alms. And Peter, fastening his eyes upon him, with John, said, Look on us. And he gave heed unto them, expecting to receive something from them. But Peter said, Silver and gold have I none; but what I have, that give I thee. In the name of Jesus Christ of Nazareth, walk. And he took him by the right hand, and raised him up; and immediately his feet and his ankle-bones received strength. And

leaping up, he stood, and began to walk; and he entered with them into the temple, walking and leaping, and praising God. And all the people saw him walking and praising God; and they took knowledge of him, that it was he that sat for alms at the Beautiful Gate of the temple; and they were filled with wonder and amazement at that which had happened unto him." *Acts 3:1–10.*

In addition to all the array of scripture, which specifically encourages every one to do personal work we have the example of Christ as he dealt personally with Nicodemus, and the disciples, who were diligent to bring others under the influence of Jesus when He was living here among men.

It is the privilege as well as the obligation of every saved individual to engage in personal work.

If you are saved yourself, help some one else into the kingdom.

Personal work is not difficult. It is easy. Listen, "My yoke is easy."

Personal work is practical. It is the pride of the business man to meet his fellowman and talk to him about his business and if possible to make out of him a customer.

Social activities make it obligatory. Education demands it. The politician is a diligent personal worker. This is the process by which he climbs into office, usually.

What is profitable in these different departments of life is also profitable with the Christian. The Christian should do personal work only after much prayer. The record is that Paul and Silas, two of the greatest personal workers known in their time, prayed all night, and then were prepared to tell the terrified jailer what to do to be saved.

The successful soul winners of all time have been men and women of much prayer.

John Knox often spent the whole night in prayer. Martin Luther spent three hours in prayer each day. Soul winner, do not attempt to lead men and women into the light of the gospel of Christ, until you have spent much time in prayer to God for guidance.

III

THE PERSONAL WORKER

Lesson Two

To bring others into right relationship with Jesus Christ is a task that angels might well covet. The large majority of us are unable to sway the multitudes by our eloquence; but we can tell individuals with whom we associate day by day of the saving and renewing power of Christ. Henry Ward Beecher said, "The longer I live, the more confidence I have in those sermons preached where one man is the minister and one man is the congregation; where there is no question as to who is meant when the preacher says, "Thou art the Man." In the work of the Kingdom there is a task for those who can sway the multitudes by their eloquent sermons and there is a task

for the individual who can lead one individual to accept Christ. This is the Bible way of evangelism as set forth in the first chapter of the gospel by St. John.

There is a wonderful array of scripture setting forth the work of the personal evangelist. We give some of the passages for the prayerful consideration of the student; these and similar passages should be committed to memory for use when the actual work is begun.

"Say not ye, There are yet four months, and then cometh the harvest? Behold, I say unto you, Lift up your eyes, and look on the fields; that they are white already unto harvest. He that reapeth receiveth wages, and gathereth fruit unto life eternal; that both he that soweth and he that reapeth may rejoice together." *John 4:35–36.*

"I am the vine, ye are the branches; he that abideth in me, and I in him, the same beareth much fruit; for apart from me ye can do nothing." *John 15:5.*

"And they that be wise shall shine as the brightness of the firmament; and they that turn many to righteousness as the stars for ever and ever." *Daniel 12:3.*

"Let no man despise thy youth; but be thou an ensample to them that believe, in word, in manner of life, in love, in faith, in purity. Till I come give heed to reading, to exhortation, to teaching." *I Timothy 4:12–13.*

"Let no corrupt speech proceed out of your mouth, but such as is good for edifying as the need may be, that it may give grace to them that hear. And grieve not the Holy Spirit of God, in whom ye were sealed unto the day of redemption." *Eph. 4:29–30.*

"I beseech you therefore brethren, by the mercies of God, to present your bodies a living sacrifice, holy, acceptable to God, which is your spiritual service. And be not fashioned according to this world; but be ye transformed by the renewing of your

mind, that ye may prove what is the good and acceptable and perfect will of God." *Romans 12:1–2.*

"Give diligence, to present thyself approved of God, a workman that needeth not to be ashamed, handling right the word of truth." *II Timothy 2:15.*

"Every scripture inspired of God, is also profitable for teaching, for reproof, for correction, for instruction which is in righteousness; that the man of God may be complete, furnished completely unto every good work." *II Timothy 3:16–17.*

"And, behold, I come quickly; and my reward is with me, to give every man according as his work shall be." *Revelation 22:12.*

The personal worker must be characterized by certain natural endowments. We give some of these, briefly, here for the consideration of the student:

The personal worker should be tactful, shrewd, wise, courageous. His address must

appeal. He must be a person of good character. His habits must be properly formed. He must avoid dangerous companionships and places of resort. He must not be apologetic.

He must be well endowed spiritually. His spiritual qualifications will include being seved himself. He must know that he is saved. He must believe the Bible. He must have all faith in the power of the gospel to save to the uttermost all those who believe it. He must be mightily impressed with the fact that men without Christ are eternally lost. He must hate sin. He must love righteousness, know his Bible, and be a man of prayer. He must have faith, humility and be personally pure. He must be patient and have great love for the unsaved. He should make a report of every visit made and every soul brought to Christ.

IV

SUGGESTIONS FOR PERSONAL WORKERS

Lesson Three

To some, personal work may seem a small matter, too small in fact, to waste time with it. The personal worker should divest himself of this idea at once. Joel Stratton won John B. Gough from a life of disgrace and shame. Mr. Gough expressed his appreciation to Mr. Stratton in the following words: "My friend, it may be a small matter for you to speak the one word for Christ that wins a needy soul—*a small matter to you,* but it is everything to him."

The suggestions which follow are to be considered by the student, simply, as suggestions and nothing more. It is possible

for each suggestion mentioned to have something added or subtracted, doubtless, and if so, then, have no hesitancy in altering them to suit the conditions surrounding the work to be accomplished. The suggestions follow:

1. Choose persons of your own sex and age, as far as possible.
2. Get the individual with whom you are dealing all alone.
3. Ask the Holy Spirit to guide you in everything.
4. Do not content yourself in reading or quoting scripture to him. Ask him to commit certain verses to memory.
5. Use only a single passage of scripture at a time.
6. Hold him to the one passage or subject under consideration.
7. By all means, be courteous.
8. Be dead in earnest.
9. Never lose your temper. Keep sweet.
10. Never argue.

11. Never interrupt another.

12. Do not be in a hurry.

13. When at all wise get the man to pray.

14. When you seem to fail do not be discouraged. Go home and pray.

15. If you seem to fail the first time to win him leave him in a humor that will permit a return visit.

16. When once you have won him give him some instruction in practical Christian living.

17. When you have won him impress him with the importance of relating himself with the Church of his choice.

18. When he has united with the Church give him something to do.

19. If he should show indications of loss of interest in the Church, speak an encouraging word to him.

20. It is the "I can" fellow who brings things to pass.

Napoleon said "Can't is found only in the dictionary of fools."

V

METHODS OF PERSONAL WORK

Lesson Four

This is an age of specialization. The best methods of bringing things to pass are being sought in every department of life. Progress is apparent everywhere. We do not do things to-day like we did yesterday; and we will not do things to-morrow like we are doing them to-day. Hence there can be no set rules for the great task of leading men into the light of the gospel of Christ.

As one star differeth from another star so people differ from each other. No two leaves that tremble on the oak, and no two roses that bloom in the flower garden, are identically the same.

The method that might be very effective

with one individual would utterly fail if applied to another.

Jesus Christ the great teacher sent from God has given us the only safe rule for guidance in this work of soul winning in the words, "My meat is to do the will of him that sent me, and to finish his work."

We present the following as a guide to the worker:

First—there is an approach to each individual. The worker should study the individual and be sure he is right and then go ahead. Even as the successful teacher would not think of permitting a year to pass without reading a good work on psychology, so the personal worker may profit by the same rule. We should remember that none of us is perfect. The best of us will make mistakes, but God overrules honest mistakes to His own Glory.

Second—good judgment is essential to successful effort. In personal work as in

every other work there is needed a good supply of common sense. The successful salesman studies the needs of his customers. "He does not offer silks to the Eskimo or furs to the Ethiopian. He does not try to sell plowshares to seamen or anchors to farmers. He studies diligently, the personalities of those to whom he would sell his wares. He tries to thoroughly understand their viewpoints, their modes of thought, their mental attitudes, their business methods, their personal habits, their social connections, their politics and their religion."

Third—there must be naturalness on the part of the personal worker. Camouflage is easily detected. You cannot long seem what you are not without being found out. The men who have won out on account of their peculiarities have not *assumed* such *peculiarities.* They were natural with them. The man who tries to be some one else usually falls heir only to the weak things in the life

of the one he attempts to imitate. The imitator is a failure, as a rule. Personal worker, be yourself, your best self!

Fourth—the personal worker must be tremendously in earnest. Earnestness has won many a victory. Ralph Waldo Emerson said "Every great and commanding movement in the history of the world is the result of earnestness bordering on enthusiasm." The minister said to the actor, "How is it that you, speaking fiction, can wring tears from the eyes of your hearers, while I, speaking the truth, cannot so effect my audience?"

The actor replied by saying, "The answer is easy. I speak fiction as though it were truth while you speak truth as though it were fiction." When Lloyd Garrison was assailed by his enemies, he met them with this declaration, "I am in earnest. I will not equivocate. I will not retreat. I will be heard." This brought victory. All the opposing powers in the world cannot keep

the earnest and determined man from walking in the great highway of success. "Purpose once fixed—then death or victory"—will accomplish anything that can be done in this world.

Men are greatly in earnest as to their business. The people who care for so-called society enter into it with earnestness. The politician does not go about his campaign with an indifferent careless spirit. He goes out to win. And many times even after the returns are in, he is hard to be convinced that he has been defeated. Why not be in earnest about our religious work? It is the greatest work in the world. One time when Rowland Hill was speaking most earnestly, he stopped in the midst of his discourse and said, "Because I am in earnest men call me an enthusiast. When I first came into this community," he said, "I saw a gravel pit fall in and entomb three men. I yelled loud enough to be heard a mile away. Men came and saved the life of two of the

men. At that time no one seemed to think that I was too much in earnest." Personal workers, souls are perishing for the water of life! Be in earnest about your work! It is said a certain minister kept the picture of Henry Martin in his study. Wherever he would move round in the room the eyes of the man of God seemed to follow him and seemed to say to him "Be in earnest, do not trifle, do not trifle." And this good man would bow his head and say "I will be in earnest, I will not trifle. For souls are perishing and Jesus must be glorified."

A number of good methods for personal work have been suggested by certain successful soul winners. Among them we would call attention to the "Invitation Method."

This consists in simply inviting people to the services and by this means get them under the power of the sermon and the song.

Some have used the "Correspondence Method" to fine advantage. Some workers

have had gospel invitations printed on their stationery. The worker should be very discreet in this as well as other ways of working.

Some have used the "Prayer Method" with much success. Sometimes the prayers of workers have resulted in the conversion of the unsaved.

In dealing with a soul he should be brought face to face with the question of his acceptance or rejection of Christ as his Saviour. Now is the time. To delay is dangerous.

VI

SWARMING BEES FOR PERSONAL WORKERS

Lesson Five

First, *"Be prayerful."*

"In nothing be anxious; but in everything by prayer and supplication with thanksgiving, let your requests be made known unto God." *Phil. 4:6.*

"But thou, when thou prayest, enter into thine inner chamber, and having shut thy door, pray to thy Father who is in secret, and thy Father who seeth in secret shall recompense thee." *Matt. 6:6.*

Second, *"Be tactful."*

"Cast thy bread upon the waters: for thou shalt find it after many days." *Eccl. 11:1.*

"Giving no occasion of stumbling in any-

thing, that our ministration be not blamed." *II Cor. 6:3.*

Third, *"Be loyal."*

"Whether therefore ye eat, or drink, or whatsoever ye do, do all to the glory of God." *I Cor. 10:31.*

"But Peter and John answered and said unto them, whether it is right in the sight of God to hearken unto you, rather than unto God, judge ye; for we cannot but speak the things which we saw and heard." *Acts 4:19–20.*

Fourth, *"Be clean."*

"If I regard iniquity in my heart, the Lord will not hear me." *Psalms 66:18.*

Fifth, *"Be sure of your own salvation."*

"Therefore being justified by faith we have peace with God, through our Lord Jesus Christ." *Romans 5:1.*

"There is therefore now no condemnation to them who are in Christ Jesus, who walk not after the flesh, but after the "Spirit." *Romans 8:1.*

Sixth, *"Be separate from the world."*

"Be ye not unequally yoked together with unbelievers; for what fellowship hath righteousness with unrighteousness? and what communion hath light with darkness? And what concord hath Christ with Belial? Or what part hath he that believeth with an infidel? And what agreement hath the temple of God with idols? For ye are the temple of the living God; as God hath said, I will dwell in them, and walk in them; and I will be their God, and they shall be my people.

"Wherefore come out from among them, and be ye separate, saith the Lord, and touch not the unclean thing; and I will receive you, and will be a Father unto you, and ye shall be my sons and daughters, saith the Lord Almighty." *II Cor. 6:14–18.*

Seventh, *"Be definite in your work."*

"For I determined not to know anything among you, save Jesus Christ, and him crucified." *I Cor. 2:2.*

Eighth, *"Be specific in your work."*

"He that believeth on Him is not condemned: but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God." *John 3:18.*

Ninth, *"Be devoted to your work."*

"But what things were gain to me, those I counted loss for Christ, yea doubtless, and I count all things but loss for the excellency of the knowledge of Christ Jesus my Lord: for whom I have suffered the loss of all things, and do count them but dung, that I may win Christ." *Phil. 3:7–8.*

Tenth, *"Be a Bible Student."*

"Study to show thyself approved unto God, a workman that needeth not to be ashamed, rightly dividing the word of truth." *II Tim. 2:15.*

"All scripture is given by inspiration of God, and is profitable for doctrine, for reproof, for correction, for instruction in righteousness; that the man of God may be

perfect, thoroughly furnished unto all good works." *II Tim. 3:16–17.*

Eleventh, *"Be a Lover of Christ."*

"Whom having not seen, you love." *1 Pet. 1:8.* "We love him because he first loved us." *I John 4:19.*

Twelfth, *"Be intense in your love for souls."*

"Brethren, my heart's desire and prayer to God for Israel is, that they might be saved." *Romans 10:1.*

Thirteenth, *"Be a worker of unwavering faith."*

"Above all, taking the shield of faith wherewith ye shall be able to quench all the fiery darts of the wicked." *Eph. 6:16.*

"Holding faith, and a good conscience; which some having put away, concerning faith have made a shipwreck; of whom is Hymenaeus and Alexander; whom I have delivered unto Satan that they may learn not to blaspheme." *I Tim. 1:19–20.*

Fourteenth, *"Be wholly dependent on the Holy Spirit."*

"But the Comforter, which is the Holy Spirit, whom the Father will send in my name, he shall teach you all things, and bring all things to your remembrance, whatsoever I have said unto you." *John 14:26.*

Fifteenth, *"Be gentle but earnest."*

"Come unto me all ye that labor and are heavy laden, and I will give you rest. Take my yoke upon you, and learn of me; for I am meek and lowly in heart: and ye shall find rest unto your souls. For my yoke is easy, and my burden is light." *Matt. 11:28–30.*

Sixteenth, *"Be careful to urge immediate decision."*

"King Agrippa, believest thou the prophets? I know that thou believest. Then Agrippa said unto Paul, almost thou persuadest me to be a Christian. And Paul said, I would to God, that not only thou, but also all that hear me this day, were both almost, and altogether such as I am, except these bonds." *Acts 26:27–29.*

"Now is the accepted time; behold now is the day of salvation." *II Cor. 6:2.*

Seventeenth, *"Let us not be weary in well-doing,* for in due season we shall reap if we faint not." *Galatians 6:9.*

Eighteenth, *"Be not slothful* in business; fervent in spirit; serving the Lord." *Romans 12:11.*

VII

PERSONAL WORKER, WHAT OF THYSELF?

Lesson Six

First, *Do I listen for the voice of God?*

"I will hear what God the Lord will speak; for he will speak peace unto his people, and to his saints; but let them not turn again to folly."

Second, *Am I conscious of my secret Faults?*

"Cleanse thou me from secret faults." *Psalm 19: 12.*

Third, *Have I Presumptuous sins?*

"Keep back thy servant also from presumptuous sins; let them not have dominion over me; then shall I be upright, and I shall be innocent from the great transgression." *Psalm 19:13.*

Fourth, *Are my words acceptable words?*

"Let the words of my mouth and the meditations of my heart, be acceptable in thy sight, O Lord, my strength, and my redeemer." *Psalm 19:14.*

"A word fitly spoken is like apples of gold in pictures of silver." *Prov. 25:11.*

Fifth, *Do I abstain from fleshly lusts and desires?*

"Dearly beloved, I beseech you as strangers and pilgrims, abstain from fleshly lusts, which war against the soul." *I Pet. 2:11.*

Sixth, *Am I living a pure life?*

"Lay hands suddenly on no man, neither be partaker of other men's sins; keep thyself pure." *I Tim. 5:22.*

Seventh, *Do I keep myself in the love of God?*

"But ye, beloved, building up yourselves on your most holy faith, praying in the Holy Spirit, keep yourselves in the love of God, looking for the mercy of our Lord Jesus Christ."

Eighth, *Do I know the source of my help?*

"I will lift up mine eyes unto the hills from whence cometh my help. My help cometh from the Lord, which made heaven and earth." *Psalm 121:1–2.*

Ninth, *Is my life filled with trepidation or trust, which?*

"Let us therefore come boldly unto the throne of grace, that we may obtain mercy, and find grace to help in time of need." *Heb. 4:16.*

Tenth, *Am I in touch with the great source of supply?*

"But my God shall supply all your need according to his riches in glory by Jesus Christ." *Phil. 4:19.*

Eleventh, *Is my mind and heart stayed on Christ?*

"Thou wilt keep him in perfect peace, whose mind is stayed on thee; because he trusteth in thee." *Isaiah 26:3.*

Twelfth, *Do I know my power?*

"If ye abide with me, and my words abide in you, ye shall ask what ye will, and it shall be done unto you." *John 15:7.*

Thirteenth, *Do I let my light shine?*

"Let your light so shine before men, that they may see your good works, and glorify your Father who is in heaven." *John 5:16.*

Fourteenth, *Do I rightly direct my thoughts?*

"Finally brethren, whatsoever things are true, whatsoever things are honest, whatsoever things are just, whatsoever things are pure, whatsoever things are lovely, whatsoever things are of good report; if there be any virtue, and if there be any praise, think on these things." *Phil. 4:8.*

Fifteenth, *Have I received the Holy Spirit?*

"But ye shall receive power, after that the Holy Spirit is come upon you; and ye shall be witnesses unto me both in Jerusalem, and in all Judea, and in Samaria, and unto the uttermost part of the earth." *Acts 1:8.*

NOTE.—If the Personal Worker will take the time to commit these questions and answers they will be an abiding source of strength and help in winning souls to Christ.

VIII

THE PERSONAL WORKERS' OPPORTUNITIES

Lesson Seven

The opportunities for personal evangelism present themselves in many different ways. The ice-man, the milk-man, the grocery-man, the gas-meter reader, the electric light meter reader, the man who works by your side in the factory or the store, the man with whom you travel on the train, in fact every individual you meet, who is not now a Christian, is a possible disciple of Christ. It is your task as a personal worker, guided by the Holy Spirit, to bring that one to know Christ, whom to know aright is life eternal.

Then there is work among ourselves as Christians. It is said that the early Chris-

tians spake often one to another. There is much to talk about if we are truly followers of Christ.

If we are really Christians we have many reasons for giving thanks unto the Father of us all.

"He brought me up out of a horrible pit, out of the miry clay, and set my feet upon a rock, and established my goings." *Psalms 40:2.*

"I, even I, am he that blotteth out thy transgressions for mine own sake, and will not remember thy sins." *Isa. 43:25.*

"Let not your heart be troubled; ye believe in God, believe also in me. In my Father's house are many mansions; if it were not so I would have told you. I go to prepare a place for you. And if I go and prepare a place for you, I will come again, and receive you unto myself; that where I am, there ye may be also. And whither I go ye know, and the way ye know." *John 14:1–4.*

There are many backsliders who need to

be brought back to right relationship with Christ. The lost sheep of the house of Israel needed hunting up when Christ came into the world. There are many Church members who have lost their way and they need help in order that they might again find their places of usefulness in the Church.

"The backslider in heart shall be filled with his own ways." *Prov. 14:14.*

"Go and proclaim these words toward the north, and say, Return, thou backsliding Israel, saith the Lord; and I will not cause mine anger to fall upon you; for I am merciful, saith the Lord, and I will not keep anger forever." *Jer. 3:12.*

"So when they had dined, Jesus saith to Simon Peter, Simon, son of Jonas, lovest thou me more than these? He saith unto him, Yea, Lord; thou knowest that I love thee. He saith unto him, Feed my lambs."

"He said to him again the second time, Simon, son of Jonas, lovest thou me? He saith unto him, Yea, Lord; thou knowest

that I love thee. He saith unto him, Feed my sheep."

"He saith unto him the third time, Simon, son of Jonas, lovest thou me? Peter was grieved because he said unto him the third time, Lovest thou me? And he said unto him, Lord, thou knowest all things; thou knowest that I love thee. Jesus saith unto him, Feed my sheep." *John 21:15–17.*

"Now the just shall live by faith; but if any man draw back, my soul shall have no pleasure in him." *Heb. 10:38.*

"Nevertheless I have somewhat against thee, because thou hast left thy first love. Remember therefore from whence thou art fallen, and repent, and do the first works, or else I will come unto thee quickly, and will remove thy candlestick out of his place, except thou repent." *Rev. 2:4–5.*

And last there are those who are lost in sin, the vast throng of unbelievers, who must be led into the light of the glorious gospel.

The following scripture will throw light on the present condition of such individuals:

"He that believeth on him is not condemned; but he that believeth not is condemned already, because he hath not believed in the name of the only begotten Son of God." *John 3:18.*

"And when he is come, he will reprove the world of sin, and of righteousness, and of judgment; of sin because they believe not on me." *John 16:8–9.*

"For as many as are of the works of the law are under the curse; for it is written, Cursed is every one that continueth not in all things which are written in the book of the law to do them." *Gal. 3:10.*

The future condition of the unsaved is vividly set forth in the following declarations of the Bible:

"He that believeth on the Son hath everlasting life; and he that believeth not the

Son shall not see life; but the wrath of God abideth on him." *John 3:36.*

"I also will laugh at your calamity; I will mock when your fear cometh; when your fear cometh as desolation, and your destruction cometh as a whirlwind; when distress and anguish cometh upon you. Then shall they call upon me, but I will not answer; they shall seek me early, but they shall not find me." *Proverbs 1:26–28.*

"For the Lord knoweth the way of the righteous; but the way of the ungodly shall perish." *Psalms 1:6.*

"And while they went to buy, the bridegroom came; and they that were ready went in with him to the marriage; and the door was shut." *Matt. 25:10.*

"Then said Jesus unto them, I go my way, and ye shall seek me, and shall die in your sins; whither I go, ye cannot come." *John 8:21.*

"And these shall go away into everlast-

ing punishment; but the righteous into life eternal." *Matt. 25:46.*

The personal evangelist should always bear in mind that salvation has been provided for all unbelievers, and that it is in his power to avert such disasters as are described, so graphically, in the foregoing scriptural declaration.

"For the Son of man is come to seek and to save that which was lost." *Luke 19:10.*

"But God commendeth his love toward us, in that, while we were yet sinners, Christ died for us." *Romans 5:8.*

"This is a faithful saying, and worthy of all acceptation, that Christ Jesus came into the world to save sinners." *I Tim. 1:15.*

"For Christ hath once suffered for sins, the just for the unjust, that he might bring us to God, being put to death in the flesh, but quickened by the Spirit." *I Pet. 3:18.*

"In this was manifested the love of God toward us, because that God sent his only

begotten Son into the world, that we might live through him. Herein is love, not that we loved God, but that he loved us, and sent his Son to be the propitiation for our sins." *I John 4:9–10.*

There is salvation for all who will repent of their sins. Here is the very message that God would have the personal evangelist to deliver:

"Say unto them, As I live, saith the Lord God, I have no pleasure in the death of the wicked; but that the wicked turn from his way and live; turn ye, turn ye from your evil ways; for why will ye die, O house of Israel." *Ezek. 33:11.*

"Repent ye, and believe the gospel." *Mark 1:15.*

There is absolutely no hope for the sinner without Christ.

"But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name." *John 1:12.*

IX

THE PERSONAL WORKERS' TASK

WINNING SOULS

Lesson Eight

"Come for all things are now ready." *Luke 14:17.* This is the invitation of the Great Head of the Church. When Christ was in the world he often taught by parables. This invitation occurs in the parable of the "Marriage Supper." The big thing in the hearts of men then, as now, was the exaltation of self. Christ came into this world to teach men a better way. In this parable he strikes selfishness a sledge hammer blow. He said when you are invited to a feast take the lowest seat. It is better to take a low seat and be invited up, than to take a high seat and be invited down. This idea was new to the Pharisees.

Then he said when you make a feast invite the poor, the maimed, the lame, the halt and the blind. Doubtless those sedate Pharisees said, Master these people are not all members of our social gang. Many of us would not feel at home at a feast which would be given by Christ.

In this parable we have the account of a certain man who made a great feast and bade many. When the supper was prepared he sent his servant out to tell the guests that all things were ready. They began to make excuse.

The first said, "I have bought a piece of ground. I must see it. Please, have me excused." Another said, "I have bought five yoke of oxen. I go to prove them. Please have me excused." And still another said, "I have married a wife, therefore I cannot come."

The servant returned and reported his findings. The Master of the house was very angry. Why shouldn't he be? The servants

then were sent into the streets and lanes of the city, to the highways and hedges, to invite the halt, the lame, and the blind, in fact any one whom they might encounter in their rounds.

This feast is typical of the great feast which has been so bountifully prepared by Christ and the invitation is to "Come for all things are now ready."

Nothing has been left undone. Jesus has tasted death for every man. He gave Himself a ransom for sin. By His stripes we are healed. A devotee of a pagan religion went to his priest and asked him how to be free from his burden of guilt. He was told to drive spikes into his shoe soles and to walk on them a distance of five hundred miles. He undertook the journey. Of course he found no relief. One day while resting under the shade of a great tree by the road side where travelers were accustomed to stop and rest, a missionary came, and began to speak to the people gathered there. He

took for his text "The blood of Jesus Christ, His Son, cleanseth from all sin." This poor man said "This is what I want. This is what I have wanted to hear, oh, so long." He accepted the message of the gospel and became a devoted Christian. The awful burden of the world is sin. The only remedy is the blood of Christ. There are those who tell you that the blood of Christ is no more than the blood of any other good man. Do not believe such nonsense. There is no remission of sin apart from the shed blood of Christ.

"Come, sinner to the gospel feast,
Let every soul be Jesus' guest,
You need not one be left behind,
God hath bidden all mankind."

The Holy Spirit pleads with men to turn from their sin and live. As the sun pours his invigorating rays down into the very heart of the earth and fills all vegetable life with new vitality, so the Holy Spirit is ready to come into men's hearts and fill them with Christ's life. Never was a

sparkling rain drop readier to come down into the heart of the rose than the Holy Spirit is to come into the sin sick soul to bring the healing balm. He *stands* at the door of every faded life to offer new lustre and beauty.

How willing Christ was to speak to the leper as he came down from the mountain after having delivered that great sermon on the mount, just that willing is He to give life to the sinner to-day. The Holy Spirit stands in readiness to bring the world back into right relationship with God. There is every possible encouragement for men to come back to Christ. The promises of God to the sinner shine out of His word like the stars out of the vaulted sky. The promises of God are an exhaustless mine of wealth. Happy is the man who can find this mine and enrich himself with its treasures.

The promises of God are an armory. It contains all manner of weapons, defensive and offensive. Fortunate, indeed, is the

man who obtains the key to this armory and enters the sacred arsenal to clothe himself with the breastplate of righteousness and the helmet of salvation.

The promises of God are a surgery. Here the diligent seeker may find all manner of restoratives and blessed elixirs. Here the sinner finds an ointment for every cankering sore, a cordial for every faintness and a remedy for every disease. Happy is the man who becomes skilled in heavenly pharmacy and knows how to search out the healing virtues.

The Bible is a casket of promises. Lift the lid and watch the diamonds sparkle. Some diamond hunters became discouraged because they did not find what they were seeking. Some of the company was ready to give over the search. One of them said "Let us search just a little longer." They did so, and found enough diamonds to affect the diamond market of the world. Here in God's Book, *the Personal Workers' hand*

book, are the most wonderful diamonds in the world. God gives to us these exceeding great and precious promises notwithstanding our unworthiness to receive them. When Caesar had remembered a friend with a valuable gift, the friend said it is too great for me to receive, whereupon Caesar said "It is not too great for me to give." The promises of God are great but not too great for Him to give to every man who will accept them.

The Personal Worker need not go about his task apologetically. The greatest men of all time have been men of God.

Moses, Paul, and David tower far above the men of their time. Luther, Wesley, and Calvin were the prominent men of their time. Gladstone and Frances Willard are names, more recently indelibly written on the scroll of greatness.

Notwithstanding all these favorable conditions that confront men in regard to their becoming Christians there are many who

are still making excuses as they did in the first century of personal evangelism. Men say "I am trying to live as well as I can." "My life talks." It is most foolish to try to live right without God's help. Others say, "When I am fixed in business I will give spiritual things the attention they demand but not now." "Seek first the Kingdom of God."

And still others say, "Christianity is a gloomy thing, and therefore I do not want to have anything to do with it."

Is it gloomy? The Apostle Paul, possibly the greatest advocate of Christianity, aside from Christ Himself, taught that Christianity was calculated to make a man rejoice in the very presence of persecution and death itself. Notice a contrast: Phillip Stanhope was the polished English gentleman, the fourth Earl of Chesterfield, high born, eloquent, witty, but he worshipped not God. He was admired. In social life he shone as a star of the first magnitude. He

was the silver-tongued orator of Parliament. He received every honor that could come to a man. But the closing of his life came. What did he have to say then? The last words of a man are usually his weightiest words. When he came down and faced death he said, "My life has been *joyless*. My life has been *empty*. My life has been *selfish*." Repartees sparkled from his dying lips, but all was gloomy and foreboding from within. The pleasures and honors of the world had faded like stars at break of day. Truth declines to write his epitaph, virtue has no garlands for his grave.

But on the other hand notice the closing scenes of one humble servant of Christ. John Wesley spent his life helping others. Selfishness had no place in his great heart.

He sought not the world's pleasures, but the heavenly, and down at the closing scenes of a life of usefulness he said, "The best of all is, God is with us; I am going home to die no more."

Personal worker, go out into the homes, business offices, factories, *everywhere* and say "Come for all things are now ready."

A feast of good things in life, awaits you. "Come for all things are now ready."

Contentment in death, awaits you. "Come for all things are now ready."

A blessed immortality beyond the grave, awaits you. "Come for all things are now ready."

X

THE PERSONAL WORKER AND HIS BIBLE

Lesson Nine

The one book, indispensable, to the success of the personal worker is the Bible. This he cannot afford to neglect. Some look upon this wonderful book as a garden of spices, in which you may walk, and at your leisure pluck the flowers and gather the fruits of the Eden of God. "But the Bible is more like a mine, in which you must dig and labor, the vast wealth of which is not to be obtained without much toil—a mine rich in gold and precious things, but it must be wrought day and night in order to produce them."

"The Bible is the best covenant that was ever agreed on, the best deed that was ever

sealed, the best evidence ever produced, the best will that was ever made and the best testament that was ever signed, and that which crowns all is, that the Author is without partiality, decides only what He understands all about, without hypocrisy, in whom is no "variableness, neither shadow of turning."

How should the Personal Worker use his Bible?

First, *the Bible should be studied prayerfully.*

"Open thou mine eyes, that I may behold wondrous things out of thy law." *Psalms 119:18.*

Second, *The Bible should be studied diligently.*

"And these words, which I command thee this day, shall be in thine heart; and thou shalt teach them diligently unto thy children, and shalt talk of them when thou sittest in thine house, and when thou walkest by the way, and when thou liest down, and

when thou risest up. And thou shalt bind them for a sign upon thine hand, and they shall be as frontlets between thine eyes. And thou shalt write them upon the posts of thy house, and on thy gates." *Deut. 6:6–9.*

Third, *The Bible should be studied studiously.*

"These were more noble than those in Thessalonica, in that they received the word with all readiness of mind, and *searched* the *Scriptures* daily, whether those things were true." *Acts 17:11.*

Fourth, *The Bible should be studied honestly.*

"But *that* on the good ground are they, which in an honest and good heart, having heard the word, keep it, and bring forth fruit with patience." *Luke 8:15.*

Fifth, *The Bible should be studied under the guidance of the Holy Spirit.*

"But the Comforter, which is the Holy Spirit, whom the Father will send in my

name, He shall teach you all things, and bring all things to your remembrance, whatsoever I have said unto you." *John 14:26.*

Sixth, *The Bible should be studied microscopically.*

"Search the Scriptures; for in them ye think ye have eternal life; and they are they which testify of me." *John 5:39.*

Seventh, *The Bible should be studied telescopically.*

"His going forth is from the end of the heaven, and his circuit unto the ends of it; and there is nothing hid from the heat thereof." *Psalms 19:6.*

Eighth, *The Bible should be studied in the light of Christ's World Program.*

"And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth. Go ye, therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Spirit; teaching them to observe all things whatsoever I have commanded you;

and lo, I am with you alway, even unto the end of the world." *Matt. 28:18–20.*

Ninth, *The Bible should be studied in the light of the First coming of Christ.*

"For unto us a child is born, unto us a son is given; and the government shall be upon his shoulder; and his name shall be called Wonderful, Counsellor, The Mighty God, The Everlasting Father, The Prince of Peace. Of the increase of his government and peace there shall be no end." *Isa. 9:6–7.*

Tenth, *The Bible should be studied in the light of the second coming of Christ.*

"When the Son of man shall come in his glory, and all the holy angels with him, then shall he sit upon the throne of his glory; and before him shall be gathered all nations; and he shall separate them one from another, as a shepherd divideth his sheep from the goats; and he shall set the sheep on his right hand, but the goats on the left. Then shall the King say unto them on his

right hand, Come, ye blessed of my Father, inherit the kingdom prepared for you from the foundation of the world." *Matt. 25:31–34.*

XI

THE PERSONAL WORKER AND HIS PROBLEMS

Lesson Ten

"And they all with one consent began to make excuse." *Luke 14:18.*

Now, as of old, men hunt for excuses for not being a Christian, and their excuses are just as frivolous as the excuses made by those who were invited to the "great supper" long ago.

The Personal Worker must be able to meet the excuses with reasonable argument, convincing, beyond any shadow of a doubt, that the thing for every man to do is to make a full surrender of himself to Christ.

We mention here some of the excuses which the personal worker will hear, possibly, most frequently.

First, *"I want to be a Christian, but I am not good enough."*

Amid the awful pandemonium of the world of darkness, were it possible to imagine a conference on the subject of turning men's minds against Christian principles, you would no doubt hear one of the cohorts say "I think the way to keep men from accepting Christ is to advertise Christianity as a "Goody, goody" kind of a thing and real men will spurn it." Satan is busy all the time trying to keep the fact out of men's minds that Christianity is a great principle. Christianity is a basic principle, and no individual can be fully developed without it.

Men come into the kingdom of heaven by being born into it. It is not a question of being good. It is a question of being born again. "Ye must be born again," said the Great Teacher.

A man said "I have certain ideas that I feel like I want to get rid of and then I am going to join the church." But becom-

ing a Christian is not ridding ourselves of certain preconceived notions. I said to this man "Do you accept Jesus Christ as your Lord and Master?" He said, "I do." Then I said, "Leave your notions to the disposal of your Lord and Master."

But what does the Bible have to say in regard to being good?

"For all have sinned and come short of the glory of God." *Romans 3:23.*

"But we are all as an unclean thing, and all our righteousness is as filthy rags." *Isa. 64:6.*

"And it came to pass, as Jesus sat at meat in the house, behold, many publicans and sinners came and sat down with him and his disciples. And when the Pharisees saw it, they said unto his disciples, Why eateth your master with publicans and sinners? But when Jesus heard that, he said unto them, They that be whole need not a physician, but they that are sick. But go ye and learn what that meaneth, I will have

mercy, and not sacrifice; for I am not come to call the righteous, but sinners to repentance." *Matt. 9:10–13.*

"For the Son of man is come to seek and to save that which was lost." *Matt. 18:11.*

"Can the Ethiopian change his skin, or the leopard his spots? Then may ye also do good, that are accustomed to do evil." *Jer. 13:23.*

"Not by works of righteousness which we have done, but according to his mercy he saved us, by the washing of regeneration, and renewing of the Holy Ghost." *Titus 3:5.*

Surely with this array of scripture, no sinner, however vile, will hesitate a moment to come to Christ because he feels that he is not good enough.

Second, *"I want to be a Christian, but I am afraid I cannot hold out."*

Many people permit this excuse to keep them from making an immediate surrender of themselves to Christ. If a man could save

himself, he would have no need of a Saviour. He would be his own Saviour. The Bible is plain on this point.

"There hath no temptation taken you, but such as is common to man; but God is faithful, who will not suffer you to be tempted above that ye are able; but will with the temptation also make a way to escape, that ye may be able to bear it." *I Cor. 10:13.*

"For whatsoever is born of God overcometh the world; and this is the victory that overcometh the world, even our faith." *I John 5:4.*

"Now unto him that is able to keep you from falling, and to present you faultless before the presence of his glory with exceeding joy, to the only wise God our Saviour, be glory and majesty, dominion and power, both now and ever. Amen." *Jude 24–25.*

"For I know whom I have believed, and am persuaded that he is able to keep that which I have committed unto him against that day." *II Tim. 1:12.*

God not only knows how to keep men from falling, but his word is out that he will do it. He would permit heaven and earth to fall before he would allow one of his promises to go unfulfilled.

Third, *Others will say "I am afraid of being persecuted."*

A good way to deal with a man who is "afraid" is to be plain with him and tell him he is cowardly, and leave him to think the matter over. A man who is a real man, and that is the kind who make the best Christian workers, will not long stay under the shadow of being branded as a coward.

Fourth, *"I have tried before to be a Christian but miserably failed."*

Such an one may be perfectly honest in his declaration and he needs to be helped into the light of what it really means to be a Christian.

Fifth, *There are still those who say, "I cannot be a Christian so long as there are so many hypocrites in the Church."*

We must admit that there are some hypocrites in the Church. But not nearly so many as there are out in the world. The best way to get away from hypocrites is to accept Christ and join the Church, and live for awhile with the few, who may be found in the Church and finally go to heaven where there are none at all. This is far better than to live in the world without Christ, and among the hypocrites to be found in almost every sphere of life, and finally to go to the world of darkness, where will be found all the hypocrites that joined the Church and all who did not.

We do not reject dollars because we happen to get a counterfeit in change once in a while.

Sixth, *Others will say "There is too much to give up."*

The personal worker should bring the individual out on this question, and find out what it is that he thinks he will have to give up, if he becomes a Christian. Do not

leave him until you thoroughly convince him that to become a Christian does not mean that he will have to surrender one single wholesome thing.

"For the Lord God is a sun and shield; the Lord will give grace and glory; no good thing will he withhold from them that walk uprightly. O, Lord of Hosts, blessed is the man that trusteth in thee." *Psalms 84:11–12.*

"And he said unto them, Verily I say unto you, there is no man that has left house or parents, or brethren, or wife, or children, for the kingdom of God's sake, who shall not receive manifold more in this present time, and in the world to come life everlasting." *Luke 18:29–30.*

Seventh, *and still others will say, "I intend to become a Christian but not now."*

The Bible time is now, heaven's time is now, the true penitent's time is now, but the devil's time is *not now.* Which will you choose?

"Boast not thyself of to-morrow; for thou

knowest not what a day may bring forth." *Prov. 27:1.*

"He that being often reproved hardeneth his neck, shall suddenly be destroyed and that without remedy." *Prov. 29:1.*

"Behold, now is the accepted time; behold now is the day of salvation." *II Cor. 6:2.*

These are only a few of the excuses that the personal worker will hear from time to time as he tries to bring men into the light of the gospel of Christ. It is interesting to jot down other excuses that you will hear as you come in contact with people of different feelings and temperaments.

"Therefore they that were scattered abroad, went about preaching the word." Acts 8:4.

"Go ye therefore, and make disciples of all the nations." Matt. 28:19.

THE END

T3-BOE-886